A3740-1.20 4/89

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1989

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Point Park College
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Trenton State University
Ursinus College
Villinova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the inferim period (February 3, through March 3, 1989) and cumulatively (September 1, 1988, and March 3, 1989). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/3/89 THROUGH 3/6/89

CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	105	1197	$26674	$25896	$30960	$26004	$24000	181	2528	$26619	$25261	$30996	$26004	$23500
BUSINESS ADMIN (INCL MGMT	9	123	24244	23179	*	*	*	23	453	23817	22371	29000	25200	18200
DISTRIBUTION MANAGEMENT	1	3	19493	21331	*	*	*	17	39	25048	24129	*	*	*
ECONOM & FINANCE (BANKING	12	207	25916	24988	*	*	*	22	460	25504	23876	29500	25250	23000
HOTEL/RESTAURANT MGMT.	+	2	+	20750				+	66	+	19767			
HUMAN RSRCS (incl LABOR R	+	10	+	22126				+	33	+	21716			
MANAGEMENT INFO SYSTEMS	1	39	26500	28732	*	*	*	3	177	26767	27090	*	*	*
MARKETING/MARK MGMT (RESR	2	164	26100	22585	*	*	*	17	486	22966	22190	*	*	*
REAL ESTATE	+	+	+	+				+	6	+	22788			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				1	10	18000	19249	*	*	*
COMMUNICATIONS	2	8	21200	18700	*	*	*	4	68	19881	19883	*	*	*
JOURNALISM	+	2	+	15950				+	30	+	18513			
TELECOMMUN/BROADCASTING	+	2	+	19500				+	9	+	14997			
EDUCATION														
ELEMENTARY EDUCATION	+	7	+	21104				2	83	20500	17558	*	*	*
PRE-ELEMENTARY EDUCATION	+	+	+	+				+	4	+	13090			
PHYSICAL EDUCATION	+	1	+	12000				+	9	+	18897			
SPECIAL EDUCATION	1	5	24500	19697	*	*	*	1	24	24500	19704	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	20000				+	12	+	17292			
TEXTILES & CLOTHING	+	15	+	19167				+	26	+	18218			
MERCHANDISING MANAGEMENT	1	4	19000	22625	*	*	*	4	7	18375	20714	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	19500				+	10	+	19782			
LETTERS (incl English, Li	1	5	22000	20200	*	*	*	3	35	17167	19419	*	*	*
VISUAL & PERFORMING ARTS	+	2	+	18068				+	19	+	15627			
HUMANITIES - OTHER	2	9	22002	20045	*	*	*	3	31	20668	21956	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20000				+	18	+	19525			
HISTORY	+	4	+	19900				+	13	+	18863			
POLITICAL SCIENCE/GOVT	+	6	+	19244				+	24	+	19496			
PSYCHOLOGY	4	12	23499	20623	*	*	*	5	50	22975	18211	*	*	*
SOCIOLOGY	+	4	+	21447				+	18	+	19550			
SOCIAL SCIENCES-OTHER	+	3	+	19600				1	28	15828	18843	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	3	75	31300	29615	*	*	*	5	115	30284	29204	*	*	*
AGRICULTURAL	+	5	+	25939				+	8	+	23632			
ARCHITECTURAL	+	1	+	25000				+	6	+	22813			
BIOENGINEERING & BIOMEDIC	+	2	+	22289				+	6	+	26306			
CHEMICAL	18	329	33271	33058	*	*	*	46	543	32675	32812	34800	33000	31440
CIVIL	3	204	28600	26357	*	*	*	5	361	26952	26090	*	*	*
COMPUTER	2	50	30800	30258	*	*	*	3	91	31401	29800	*	*	*
ELECTRICAL/ELECTRONIC	22	557	30111	30550	33000	30210	28704	49	949	29278	30269	33000	29400	25000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/3/89 THROUGH 3/6/89

CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
INDUSTRIAL	13	123	$30834	$29719	*	*	*	27	206	$30397	$29378	$32100	$30996	$28080
MECHANICAL	14	591	29724	30625	*	*	*	35	1029	29324	30317	31500	30000	25440
METALLURGICAL	+	41	+	29561				+	50	+	29580			
MINING (INCL GEOLOGICAL)	+	7	+	24651				1	9	19872	24714	*	*	*
NUCLEAR	+	4	+	31925				+	5	+	31540			
PETROLEUM	1	26	38100	34936	*	*	*	2	62	36750	32202	*	*	*
TEXTILE	+	+	+	+				+	3	+	27333			
ENGINEERING TECHNOLOGY	+	63	+	27566				3	160	25667	28085	*	*	*
INDUSTRIAL TECHNOLOGY	+	13	+	26310				+	25	+	25870			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	2	+	25400				+	25	+	22106			
ANIMAL SCIENCES	+	2	+	17250				+	7	+	18771			
PLANT SCIENCES	+	+	+	+				+	5	+	17656			
NATURAL RESOURCES	+	+	+	+				+	1	+	22800			
OTHER AGRICULTURAL SCIENC	+	3	+	15833				+	18	+	20814			
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	164	30900	28497	*	*	*	13	378	28254	27691	*	*	*
COMPUTER PROGRAMMING	+	5	+	25792				+	26	+	26131			
INFORMATION SCIENCES & SY	1	52	28800	26687	*	*	*	4	94	29050	26361	*	*	*
SYSTEMS ANALYSIS	+	1	+	31000				+	8	+	28575			
HEALTH SCIENCES														
ALLIED HEALTH	+	4	+	24650				+	44	+	23950			
HEALTH SCIENCES	+	3	+	23000				+	23	+	18710			
NURSING	+	1	+	20000				+	80	+	23062			
PHARMACY	1	15	35004	35255	*	*	*	2	65	33282	36276	*	*	*
SCIENCES														
ACTUARIAL	+	1	+	24504				+	6	+	30384			
ARCHITECTURAL & ENVIRONME	+	4	+	26350				+	14	+	24380			
BIOLOGICAL	+	1	+	26500				+	14	+	19471			
CHEMISTRY	1	31	24960	31310	*	*	*	1	57	24960	29349	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	2	+	23500				+	5	+	23032			
MATHEMATICS	3	24	29027	27367	*	*	*	4	60	26020	25079	*	*	*
PHYSICS	+	2	+	29626				+	7	+	27036			
OTHER PHYSICAL & EARTH SC	+	+	+	+				3	11	30493	22655	*	*	*
TOTALS	225	4245						490	9352					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	97	1055	$26850	$26071	$30996	$26004	$24500	162	2164	$26950	$25476	$31000	$26102	$24000
ACCOUNTING (PRIVATE)	8	183	25456	25060	*	*	*	19	413	24240	23974	*	*	*
COMMERCIAL BANKING (CNSMR	2	8	22650	22911	*	*	*	3	48	19933	21778	*	*	*
COMMERCIAL BANKING (LENDG	1	18	24000	22967	*	*	*	1	43	24000	21844	*	*	*
INVESTMT BANKING (CORP FN	1	3	32000	30667	*	*	*	2	12	28250	25192	*	*	*
INVESTMT BANKNG (M & A)	+	4	+	26500				+	5	+	28040			
INVESTMT BANKG (REAL EST)	+	+	+	+				+	4	+	17175			
INVESTMT BANKG (SALES & T	1	3	22000	25000	*	*	*	1	6	22000	22917	*	*	*
FINANCIAL/TREASURY ANALYS	+	69	+	25900				3	148	26433	24801	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	4	+	22498				2	13	20500	22515	*	*	*
UNDERWRITING	+	9	+	19821				+	30	+	20785			
MARKETING														
ADVERTISING	+	3	+	20800				+	13	+	17840			
BRAND/PRODUCT MANAGEMENT	1	31	19493	24395	*	*	*	14	89	25990	24072	*	*	*
BUYER/MERCHANDISING	5	76	22841	21823	*	*	*	8	145	22426	22123	*	*	*
MARKET RESEARCH	1	10	20000	27589	*	*	*	2	36	20000	23411	*	*	*
SALES	7	160	25551	24079	*	*	*	26	490	25052	23137	30995	24480	20000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	14	+	23598			
MEDIA PLANNING	1	3	18000	27767	*	*	*	3	11	18000	20868	*	*	*
ON-AIR REPORTING	+	+	+	+				+	2	+	18000			
PRODUCTION	+	5	+	25771				+	15	+	21270			
PUBLIC RELATIONS	+	5	+	21927				1	38	17122	19293	*	*	*
WRITING / EDITING	+	3	+	20267				1	21	10000	16475	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	4	+	20584				+	12	+	18310			
FINANC,TAXA, MONETARY POL	+	6	+	21925				+	22	+	21392			
ECONOMIC PROGRAMS	+	1	+	20000				+	5	+	18394			
LAW ENFORCEMENT	+	+	+	+				+	22	+	20526			
MILITARY	+	9	+	22501				+	56	+	21365			
NATIONAL SECURITY	+	3	+	31800				+	9	+	23868			
URBAN / REGIONAL PLANNING	+	7	+	25576				+	10	+	24251			
SOCIAL SERVICES														
ADMINISTRATION	+	6	+	25131				+	49	+	23984			
COUNSELING	2	4	21500	19894	*	*	*	2	17	21500	17162	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	23500			
SOCIAL WORK	+	1	+	13000				1	14	15828	18579	*	*	*
ENGINEERING														
BIOENGINEERING	+	8	+	32216				+	15	+	30954			
DESIGN / CONSTRUCT	8	369	28765	28283	*	*	*	17	671	28113	28238	*	*	*
ENVIRONMENTAL/SANITATION	+	31	+	28809				+	62	+	27866			
MANUFACTURING/INDUSTRIAL	12	725	32318	30845	*	*	*	41	1124	30381	30537	33600	30600	27040
SYSTEMS / PROGRAMMING	1	51	30000	29758	*	*	*	3	112	26333	29675	*	*	*
POWER SYSTEMS	5	74	29736	29897	*	*	*	12	112	30190	29692	*	*	*
SOFTWARE DESIGN & DEVELOP	2	44	28700	29998	*	*	*	6	101	29039	29543	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	1	46	$30420	$30556	*	*	*	1	87	$30420	$30312	*	*	*
RESEARCH & DEVELOPMENT	9	86	32220	30992	*	*	*	20	218	30792	30275	$34200	$31902	$25000
TESTING	+	47	+	30681				3	107	29014	28788	*	*	*
PROCESS ENGINEERING	15	341	33220	32546	*	*	*	39	629	32994	31963	34800	33000	31440
OTHER ENGINEERING	6	147	29313	29720	*	*	*	7	217	29197	29839	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	3	130	31833	27859	*	*	*	12	330	29189	26936	*	*	*
INFORMATION SYSTEMS	1	38	31000	27108	*	*	*	5	148	27800	27006	*	*	*
SYSTEMS ANALYSIS & DESIGN	3	71	29293	28443	*	*	*	6	151	26670	27759	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	5	+	26346				+	16	+	27269			
AGRICULTURE/NAT'L RESOURC	+	10	+	22080				+	34	+	22353			
ARCHITECTURE	+	1	+	28000				1	19	24000	22693	*	*	*
CONSULTING	17	143	28441	28587	*	*	*	27	238	27847	27571	31000	28500	25000
HUMAN RESRCS /INDUS RELS	1	11	24996	23117	*	*	*	2	63	21598	22410	*	*	*
MANAGEMENT TRAINEE	12	126	26958	22684	*	*	*	30	511	24572	21453	30600	25000	17000
MATH/STATISTICIANS	+	5	+	23111				2	12	17863	21808	*	*	*
NURSES / PERSONAL CARE	+	1	+	20000				+	77	+	23057			
OTHER HEALTH RELATED (EX	1	24	25000	29855	*	*	*	2	145	28280	28144	*	*	*
PARALEGAL	+	+	+	+				+	2	+	20460			
PERFORMING ARTS (ENTERTAI	+	+	+	+				+	3	+	15000			
RESEARCHERS NON-TECHNICAL	+	2	+	26496				+	7	+	23679			
RESEARCHERS - TECHNICAL	+	+	+	+				+	10	+	20115			
TEACHING	1	16	24500	19747	*	*	*	3	154	21833	18214	*	*	*
TOTALS	225	4245						490	9352					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 2 MARCH 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	103	+	$29979				+	160	+	$28801			
MBA--NON-TECH	3	48	$39500	37118	*	*	*	3	125	$39500	33068	*	*	*
MBA--TECH	+	26	+	39319				+	40	+	37993			
MS-BUSINESS	+	4	+	31075				+	16	+	29550			
DISTRIBUTION MANAGEMENT	+	+	+	+				1	1	30900	30900	*	*	*
ECONOMICS & FINANCE (BANK	+	10	+	37620				+	38	+	35279			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	2	+	28550				+	5	+	28300			
MANAGEMENT INFORMATION SY	+	5	+	36073				+	16	+	30560			
MARKETING/MKTNG MGT (RESE	+	4	+	36875				+	15	+	31687			
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	1	1	30000	30000	*	*	*	1	1	30000	30000	*	*	*
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	19300				+	5	+	19660			
ELEMENTARY EDUCATION	+	1	+	24000				+	3	+	20000			
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	1	+	21600				1	6	22100	22580	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	23107			
LETTERS	+	+	+	+				+	2	+	23250			
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	23000			
HUMANITIES - OTHER	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	2	+	19863			
POLITICAL SCIENCE / GOVT	+	1	+	20000				+	1	+	20000			
PSYCHOLOGY	+	1	+	22500				+	3	+	18500			
SOCIOLOGY	+	1	+	22000				1	2	32000	27000	*	*	*
SOCIAL SCIENCES - OTHER	+	1	+	43704				+	6	+	23473			

continued

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE
ALL TYPES OF EMPLOYERS

	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	6	+	$32870				+	7	+	$32929			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	2	+	32500			
CHEMICAL	+	11	+	36631				3	21	$34000	35626	*	*	*
CIVIL	+	19	+	29342				1	32	31460	28851	*	*	*
COMPUTER	+	6	+	39313				+	15	+	35003			
ELECTRICAL/ELECTRONIC	1	71	$44800	36053	*	*	*	1	109	44800	35673	*	*	*
INDUSTRIAL	+	12	+	35350				+	16	+	34925			
MECHANICAL	+	60	+	35730				3	87	32627	35209	*	*	*
METALLURGICAL	+	9	+	35578				1	16	39120	34421	*	*	*
MINING & MINERAL	+	4	+	30385				+	6	+	31257			
NUCLEAR	+	1	+	37200				+	1	+	37200			
PETROLEUM	+	3	+	38320				+	12	+	39936			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	4	+	27428			
HEALTH SCIENCES	+	1	+	26000				+	7	+	21837			
NURSING	+	+	+	+				+	1	+	25000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	1	+	23000			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	3	+	22905			
CHEMISTRY	+	5	+	30900				+	11	+	31455			
COMPUTER SCIENCE														
COMPUTER SCIENCE	6	45	35985	35619	*	*	*	8	57	35969	35105	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	1	7	33000	33814	*	*	*	1	25	33000	30332	*	*	*
MATHEMATICS (INCL ACTUARI	+	4	+	28032				+	12	+	29187			
PHYSICS	+	+	+	+				+	1	+	32016			
POLYMER	+	+	+	+				4	4	30330	30330	*	*	*
TOTALS	12	474						29	900					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	36	+	$46453				+	77	+	$38759			
MBA--TECH	+	14	+	53779				+	22	+	47542			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	46	+	47935				+	83	+	42442			
MBA--TECH	+	33	+	53070				+	49	+	50743			
OVER 4 YEARS														
MBA--NON-TECH	+	29	+	49129				+	73	+	42249			
MBA--TECH	+	21	+	53943				+	35	+	49769			
TOTALS	+	179						+	339					

1 Years of previous full-time, nonmilitary employment
* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	2	+	$45000				+	4	+	$51125			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	3	+	41700			
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	+	+	+				+	1	+	20000			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	23500			
SOCIOLOGY	+	+	+	+				+	+	+	+			
ENGINEERING														
AEROSPACE	+	7	+	50711				+	7	+	50711			
CHEMICAL	+	10	+	47697				1	24	$46140	45838	*	*	*
CIVIL	+	+	+	+				+	2	+	31200			
COMPUTER	+	1	+	48000				+	2	+	52500			
ELECTRICAL/ELECTRONIC	+	6	+	50941				+	12	+	45379			
MECHANICAL	+	3	+	43533				+	3	+	43533			
METALLURGICAL	+	2	+	46010				+	3	+	47073			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	1	12	$42600	44200	*	*	*	4	22	41985	43013	*	*	*
GEOLOGICAL SCIENCES	+	1	+	34800				+	2	+	35400			
MATHEMATICS	+	+	+	+				+	+	+	+			
PHYSICS	1	1	36000	36000	*	*	*	1	3	36000	41000	*	*	*
POLYMER	+	+	+	+				2	2	42900	42900	*	*	*
TOTALS	2	45						8	92					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	27012 160 35200/24000			26331 3		24000 1	21000 1	30000 1	22000 1
BUSINESS ADMIN (INCL MGMT	23667 3			19050 4			22000 1	27250 4	
ECONOM & FINANCE (BANKING	28100 5			25750 8	32000 1			27000 2	19000 1
MANAGEMENT INFO SYSTEMS	25000 1							26500 1	
MARKETING/MARK MGMT (RESR				17000 1	22000 1	37000 1	21000 1		
ADVERTISING		18000 1							
LETTERS (incl English, Li							19500 1		
HUMANITIES - OTHER						18000 2			
PSYCHOLOGY								26000 2	
CHEMICAL								33500 1	
CIVIL			24960 1					28800 1	
COMPUTER	31000 1								
ELECTRICAL/ELECTRONIC	31000 1						27473 3	25500 1	
INDUSTRIAL	30649 10							31000 1	
MECHANICAL								27950 2	
MINING (INCL GEOLOGICAL)								19872 1	
ENGINEERING TECHNOLOGY								26000 1	
COMPUTER SCIENCE				23000 1					
MATHEMATICS	27500 1							28080 1	

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
ACCOUNTING					21387 3				
BUSINESS ADMIN (INCL MGMT					21750 4				
ECONOM & FINANCE (BANKING			15000 1		20800 1				
MARKETING/MARK MGMT (RESR			20000 1		21199 3				
COMMUNICATIONS					20000 1				
MERCHANDISING MANAGEMENT					18375 4				
LETTERS (incl English, Li					22000 1			10000 1	
HUMANITIES - OTHER					26004 1				
INDUSTRIAL			25000 1						
COMPUTER SCIENCE					23000 1				

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING						24000 1	17000 1		
BUSINESS ADMIN (INCL MGMT	20000 1	29000 1							
DISTRIBUTION MANAGEMENT						19493 1			
MARKETING/MARK MGMT (RESR	19000 1					18726 1			
COMMUNICATIONS				17122 1					
ELEMENTARY EDUCATION					20500 2				
SPECIAL EDUCATION					24500 1				
PSYCHOLOGY	24996 1						17000 1		
SOCIAL SCIENCES-OTHER							15828 1		
CIVIL		28000 1							
COMPUTER	32604 1								
ELECTRICAL/ELECTRONIC			29598 10			23209 4	33000 1		
INDUSTRIAL		34000 1							
MECHANICAL			30133 3	25000 1		24421 2	25440 1		
PHARMACY								31560 1	
MATHEMATICS						17000 1			

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING									27500 1
BUSINESS ADMIN (INCL MGMT								28200 1	33000 1
DISTRIBUTION MANAGEMENT								26400 1	25892 10
ECONOM & FINANCE (BANKING									24300 1
MANAGEMENT INFO SYSTEMS								28800 1	
MARKETING/MARK MGMT (RESR									24680 5
PSYCHOLOGY									20880 1
AEROSPACE & AERONAUTICAL					30284 5				
CHEMICAL								31500 1	32550 33
CIVIL								29000 1	35000/31800
ELECTRICAL/ELECTRONIC					28990 2		28800 1		31645 4
INDUSTRIAL					31500 1			29500 5	31770 2
MECHANICAL					29320 2		29300 3	30600 1	31685 3
COMPUTER SCIENCE					28140 1				33000 1
INFORMATION SCIENCES & SY									27900 2
PHARMACY									35004 1
CHEMISTRY									24960 1
OTHER PHYSICAL & EARTH SC									32160 1

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	24204 1	23582 1		24996 1		21216 1			23267 3
BUSINESS ADMIN (INCL MGMT		25200 2			22000 1				
DISTRIBUTION MANAGEMENT	24200 5								
ECONOM & FINANCE (BANKING		24500 1		24996 1					
MARKETING/MARK MGMT (RESR		23700 1							25000 1
COMMUNICATIONS				22400 1				20000 1	
CHEMICAL		29340 2		31800 1				32850 2	34617 6
CIVIL					24000 1				
COMPUTER		30600 1							
ELECTRICAL/ELECTRONIC	29628 2	30105 15			30300 2				34500 1
INDUSTRIAL		30060 3							
MECHANICAL		28919 9		32000 1	30600 3	31000 1	30300 1	34200 1	
PETROLEUM									36750 2
ENGINEERING TECHNOLOGY		25500 2							
COMPUTER SCIENCE	30996 1	28453 7							
INFORMATION SCIENCES & SY	32400 1								
MATHEMATICS	31500 1								
OTHER PHYSICAL & EARTH SC		27040 1			32280 1				

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
ACCOUNTING						23820 1
ELECTRICAL/ELECTRONIC			27300 2			
INDUSTRIAL				31500 2		28500 1
MECHANICAL						29000 1
COMPUTER SCIENCE			30000 1			
INFORMATION SCIENCES & SY	28000 1					

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	26972 169 35200/24000	18000 1		23637 16	27000 2	24250 4	20875 4	27150 10	20500 2
BACHELOR - TECHNICAL	30461 13		24960 1	23000 1			27473 3	27628 9	

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL			17500 2		20948 18			10000 1	
BACHELOR - TECHNICAL			25000 1		23000 1				

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	21332 3	29000 1		17122 1	21833 3	20740 3	16609 3		
BACHELOR - TECHNICAL	32604 1	31000 2	29722 13	25000 1		22668 7	29220 2	31560 1	

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL								27800 3	25684 19
BACHELOR - TECHNICAL					29789 11		29175 4	29825 8	32089 48 35004/30000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	24201 6	24436 5		24131 3	22000 1	21216 1		20000 1	23700 4
BACHELOR - TECHNICAL	30830 5	29213 40 33800/26800		31900 2	29811 7	31000 1	30300 1	33300 3	35078 9

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL						23820 1
BACHELOR - TECHNICAL	28000 1		28200 3	31500 2		28750 2

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER — CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									39500 3
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH						
MBA--TECH						

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27012 160 35200/24000	23651 15			-				
BUSINESS ADMIN (INCL MGMT	19000 1		17000 2	24000 1					
ECONOM & FINANCE (BANKING	25000 1	26448 4	25800 1		28250 2				26433 3
MARKETING/MARK MGMT (RESR								22000 1	

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING	22000 1					20000 1			
BUSINESS ADMIN (INCL MGMT					24133 3	20000 1	26750 4		
DISTRIBUTION MANAGEMENT				25143 13					
ECONOM & FINANCE (BANKING	19000 1						20800 1		
MARKETING/MARK MGMT (RESR				37000 1			23050 8		
ADVERTISING									18000 1
COMMUNICATIONS					20000 1		21200 2		
MERCHANDISING MANAGEMENT					19500 2				
LETTERS (incl English, Li					22000 1				
HUMANITIES - OTHER					26004 1				18000 2
PSYCHOLOGY							20880 1		
ELECTRICAL/ELECTRONIC							26850 4		
MECHANICAL							30835 3		
ENGINEERING TECHNOLOGY							25500 2		
CHEMISTRY							24960 1		

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
COMMUNICATIONS			17122 1						
LETTERS (incl English, Li				10000 1					

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
PSYCHOLOGY				17000 1					
SOCIAL SCIENCES-OTHER						15828 1			
CIVIL								27587 3	
ELECTRICAL/ELECTRONIC								29820 4	
INDUSTRIAL				26000 1					
MECHANICAL								27764 9	
ENGINEERING TECHNOLOGY								26000 1	

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING		30000 1							
AEROSPACE & AERONAUTICAL						30430 4	29700 1		
CHEMICAL	32187 11					31291 5		33170 29 35300/31800	
CIVIL									28000 1
COMPUTER						32604 1			
ELECTRICAL/ELECTRONIC	28476 5	24500 2	30310 8	28479 3	30420 1	29008 6	33000 1	32850 4	29396 6
INDUSTRIAL	30402 13							31500 2	
MECHANICAL	28882 10		29950 4			32000 3	24342 1	30600 1	
PETROLEUM	38100 1							35400 1	
COMPUTER SCIENCE				29599 3					
PHARMACY						35004 1			
OTHER PHYSICAL & EARTH SC	27040 1							32220 2	

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA	
ACCOUNTING					21000	1									24250	2
BUSINESS ADMIN (INCL MGMT			29500	1							26300	5	18200	1	23050	4
DISTRIBUTION MANAGEMENT															24740	4
ECONOM & FINANCE (BANKING			25500	1							28500	4			22350	4
MANAGEMENT INFO SYSTEMS											25750	2			28800	1
MARKETING/MARK MGMT (RESR															21383	6
MERCHANDISING MANAGEMENT															17250	2
LETTERS (incl English, Li											19500	1				
PSYCHOLOGY											26000	2	24996	1		
CHEMICAL															30600	1
CIVIL									24000	1						
COMPUTER					31000	1									30600	1
ELECTRICAL/ELECTRONIC			26000	1							28833	3			30900	1
INDUSTRIAL	31000	1	31000	1							31187	8				
MECHANICAL															31100	4
MINING (INCL GEOLOGICAL)											19872	1				
COMPUTER SCIENCE	28422	8			25570	2										
INFORMATION SCIENCES & SY	30200	2	27000	1	28800	1										
MATHEMATICS	31500	1			28080	1					27500	1				

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
MARKETING/MARK MGMT (RESR	18726 1							
ELEMENTARY EDUCATION								20500 2
SPECIAL EDUCATION								24500 1
INDUSTRIAL			25000 1					
PHARMACY			31560 1					
MATHEMATICS	17000 1							

AVERAGE SALARY OFFERS MARCH 1989 MAPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26950 162 35200/24000	24240 19	19933 3	24000 1	28250 2			22000 1	26433 3
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	20500 2			25990 14	22426 8	20000 2	23468 16		18000 3
BACHELOR - TECHNICAL							27587 10		

CURRICULUM	ON-AIR REPORT!	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL			17122 1	10000 1					
BACHELOR - TECHNICAL									

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL				17000 1		15828 1			
BACHELOR - TECHNICAL				26000 1				28113 17	

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL		30000 1							
BACHELOR - TECHNICAL	30381 41 38100/27040	24500 2	30190 12	29039 6	30420 1	30792 20 35004/25000	29014 3	32994 39 35400/31440	29197 7

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL		27500 2	21000 1				26321 14	21598 2	22637 23 29000/17000
BACHELOR - TECHNICAL	29189 12	28000 3	27804 5			24000 1	29490 13		30929 7

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	18726 1							21833 3
BACHELOR - TECHNICAL	17000 1		28280 2					